

Is It Worth While?

Is it worth the cost to be real polite to our customers? Do your patron partners come back and thank you for your kind attention? It makes you feel good and doubles your effort when a lady comes up and asks for you to wait on her, saying that you know just what she wants and are willing and ready to help her in her purchase. Try it once and see for yourself. Do not have them say "I don't want her to wait on me, she is so hateful and won't show me anything".

If one gets and keeps, has and holds enough profitable patronage he is a valuable asset to the firm for which he works. And do not make remarks about your customers in the presence of others to your fellow workers. Or, if you see an out of the ordinary person, do not say to your fellow worker, "I did not know your brother was in town" or "Did you see Maud when she was in today". Your customer may wonder what you say about her when she is gone. Be polite and courteous, willing to help your customer and the dollars and cents will rattle merrily into the register. It will mean not only your success but the success of the S. S. Kresge Co.

Edna Bushfield.

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Ten Demands Taken From The Rotarian:

- (1) Don't lie. It wastes my time and yours. I am sure to catch you in the end and that will be the wrong end.
- (2) Watch your work, not the clock. A long day's work makes a long day short; a short day's work makes my face long.
- (3) Give me more than I expect. I can afford to increase your pay if you increase my profits.
- (4) You owe so much to yourself that you cannot afford to owe anybody else. Keep out of debt.
- (5) Dishonesty is never an accident. Good men like good women, never see temptation when they meet it.
- (6) Mind your own business and in time you'll have a business of your own to mind.
- (7) Don't do anything here which hurts your self respect. An employe who is willing to steal for me is willing to steal from me.
- (8) It is none of my business what you do at night. But if dissipation affects what you do the next day, and you do one half as much as I demand, you'll last one half as long as you had hoped.
- (9) Don't tell me what I like to hear, but what I ought to hear. I don't want a valet for my pride, but one for my purse.
- (10) Don't kick if I kick. If you're worth while correcting, you're worth while keeping. I don't waste time cutting specks out of bad apples.

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